



Iconergy

Job Posting: Entrepreneurial Building Energy Engineer – Metro Chicago

About Iconergy

Iconergy is a growing energy engineering, design-build, and sustainability firm with offices in Denver, Boulder, and the Chicago area. We are a team of experienced energy engineering and design-build professionals who come together to enhance the effectiveness and efficiency of the built environment.

Iconergy maintains a diverse portfolio of exciting projects, located mainly in the Rocky Mountain and Great Lakes regions. Our projects include laboratories, health care facilities, K-12 schools, industrial plants, and higher education facilities among others. Our work includes designing and constructing complex and specialized systems and facilities that will serve their communities for decades.

Our sales team is comprised of experienced and engaged staff who trust each other to do their jobs well. Our remote team highly values efficiency in the way we develop and deliver our work, driving independently when it uses resources more effectively and collaborating when it adds value. We maintain a professional and collegial environment while respecting each other's boundaries.

Position Summary

Iconergy seeks to add a regional energy consulting sales and delivery lead to expand our presence in the Chicago area. Opportunities to enhance the efficiency of commercial and industrial buildings in the region are abundant and growing. Iconergy has made initial inroads into the market and looks to build on our team's existing assets, including our reputation for customer focus, outstanding technical expertise, and transparent communication style.

You will work in a mostly independent manner as you grow Iconergy's existing presences in the metro Chicago area. Your initial priority will be business development and you may, if you prefer and have the capabilities, function as a seller-doer, identifying and closing on project opportunities that you then deliver. Interaction with the rest of the Iconergy team will depend on the type and amount of services that you sell. Over time, we expect to hire additional staff to support delivery of the services in the Chicago area depending on the growth of regional revenue.

A rigorous and disciplined approach to business development and sales will establish a firm foundation for this position. You will leverage and refine Iconergy's existing business plan to grow our presence in the Chicago area. You will combine Iconergy's



assets with your own qualifications, expertise, and contacts to develop a strong book of business. You will be responsible for autonomously prospecting, qualifying, nurturing, and closing project opportunities. You will call on additional Iconergy staff to support your business development and project delivery once it is prudent to do so.

Your demonstrated commitment to outstanding client service will continue Iconergy's growth in Chicago. Your intellectual curiosity, resourcefulness, and pride in your work will shine in the way that you approach your client relationships. You excel at and enjoy delivering high quality work products that address the client's goals and expectations.

This position will evolve along with the specific expertise and network that you offer. Ideally, you will have experience with sales and delivery of retro-commissioning (RCx), monitoring-based commissioning (MBCx), and energy management information systems (EMIS). Expertise in commissioning (Cx), energy modeling, controls, and sustainability services also aligns well with the broader suite of Iconergy's consulting services.

What Makes Staff Successful at Iconergy

We use our professional experience, emotional intelligence, and critical thinking to build relationships that support the company's culture and growth. Our appreciation for each team member's unique strengths and communication styles enable us to engage the right people for the right reasons.

Our services will enhance Iconergy's customer-focused reputation and our team's ability to communicate internally and externally.

Our ability to learn quickly, to ask the right questions, and to deliver on our commitments directly affects our collective success.

We work in a place that encourages us to:

- Take pride in the work that we do;
- Share our enthusiasm for our work with the people around us;
- Identify and pursue opportunities to expand our knowledge and the reputation of the firm; and
- Utilize and refine our leadership skills on a daily basis.

We value each other's ability to learn quickly and take on more responsibility over time. We need every team member to independently integrate information from various sources, assess priorities, and make decisions with limited supervision.

We are looking for team members who share these values and exhibit them in all that they do.



Keys to Success for This Position

This success of this self-directed role relies heavily on the motivation, ownership, and focus that you demonstrate every day. From our perspective, here are a few key points that will position you for success in this role:

- You run your book of business like an entrepreneur. You are proactive, disciplined, self-motivated, and relentless when you see the right opportunity.
- You bring your own network of potential clients or a demonstrated ability to grow that network quickly.
- You know how to nurture relationships to create a trusted advisor relationship with clients.
- You have the technical chops to deliver or support delivery of services in RCx and MBCx/EMIS in commercial, industrial, and institutional buildings in the public and/or private sector(s).
- You thrive in an environment that lacks company-established processes.

The successful candidate's background will look something like this:

- 5-15 years of work experience in construction, engineering, and/or sustainability of the built environment; background in professional services is a plus;
- The ability to develop trust-based relationships that result in near- and longer-term project work – ideally, this would be a demonstrated skill, but we are open to someone who has the tools and desire to level up quickly;
- Minimum: A history of meeting or exceeding *quantitative performance targets* and a strong drive to succeed
 - Preferred: A history of meeting or exceeding *sales targets*, especially those related to new account development and growth
- Strong written and verbal communication skills;
- A range of academic backgrounds could work in this position, including engineering, science, business, and other disciplines;
- Professional engineering license and professional energy certification by accredited rating agency (CEM, BEMP, BCxP, BEAP, CxA, CCP, etc.) preferred;
- Excitement about and willingness to travel throughout the Chicago metro area almost daily to engage clients
- Strong skills in MS Office and other software as relevant to project delivery (e.g. Bluebeam, Energy Plus, etc.)



We value teammates who are committed to the Iconergy team and adaptable to potential shifts in the specifics of their role. Our positions are similar to those at other growing firms: they are functions of the marketplace and, therefore, dynamic. We have described the position as it is forecasted today. We are constantly evolving our services and also addressing client requests that may change the description in a number of ways over time.

Job Requirements

The successful candidate will also fulfill all of the following:

- Pass NCIC background check.
- Pass an initial drug test and subsequent random drug tests.
- Hold a valid driver's license.
- Have access to a reliable vehicle for frequent travel around the Chicago metro area.

This position generally works in an office environment and requires nearly constant operation of a computer and other office equipment to coordinate work. It will require you to frequently stand; walk; and stoop, reach, or kneel as necessary to access overhead or low cabinets. Specific vision abilities include close vision, distance vision, depth perception and the ability to adjust focus. While performing the duties of this job, you will be regularly required to sit or stand for long periods of time; talk or hear; perform fine motor, hand and finger skills in the use of a keyboard, telephone, or writing. This position will also require frequent operation of a vehicle. You will also be required to lift up to 50 pounds at times.

Location and Benefits

This position can be located in nearly any part of the Chicago metro area. Initially, the successful candidate may work out of a nearby co-working space of their choice or, if they prefer, their home. As revenue growth supports alternate arrangements, an office will need to be located in an area that attracts the high-quality talent needed to deliver on Iconergy's commitments to our clients.

Employment benefits at Iconergy include an RTD pass, monthly gym membership reimbursement, 401K, medical/dental/vision insurance, paid time off, short- and long-term disability insurance, and performance incentives, among others.



To apply

Please send an email to careers@iconergyCO.com with the position title as the subject line and include the following documents:

- **Resume and Cover Letter** – Help us understand why you are the right fit for our team. Tell a story, highlight your most applicable skills, do whatever you think will capture the essence of what you will bring to the table.
- **Responses to 3 questions** – Please provide brief (<150 word) responses to each of the following questions:
 - What interests you about Iconergy?
 - Which aspects of sales and business development do you enjoy the most?
 - How do you view the role of project delivery in the business development process?

We are looking to complete this process quickly so please respond today. An ideal start date would be January 1, though we are willing to wait longer for the right candidate.

Iconergy is an equal opportunity employer. We encourage applications from all demographics and especially those that are traditionally under-represented in engineering and construction.